

Message Text

UNCLASSIFIED

PAGE 01 BONN 08510 180836Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----180838Z 057795 /12

P R 180828Z MAY 77
FM AMEMBASSY BONN
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8339
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH

UNCLAS BONN 08510

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - MASON CANDLELIGHT CO.,
MIDDLESEX, NEW JERSEY

REF: CD-144, 5/6/77

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

HOEFFNER MOEBELGESELLSCHAFT
WILMERSDORFER STR. 126
1000 BERLIN 12, GERMANY
CONTACT: MR. ALFRED SOBCZAK, PURCHASING MANAGER
PHONE: 030 - 312 20 68
COMMENT: COMPANY, MAJOR HOME DECORATION DISTRIBUTOR,
WOULD WELCOME DIRECT CONTACTS WITH US FIRM. HOEFFNER
FEELS THAT SUBJECT LINE WOULD FIT INTO ITS SALES
STRATEGY. BANK REF.: BANK FUER HANDEL UND
INDUSTRIE, UHLANDSTR. 9-11, 1000 BERLIN 12.

GEBR. GLUNZ
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BONN 08510 180836Z

POSTFACH 420
2000 HAMBURG 80
CONTACT: MR. HENSELEIT
PHONE: 040 - 721 30 25
TELEX: 02 17868
COMMENT: LEADING HAMBURG IMPORTER AND RETAILER FOR
HOUSEHOLD ARTICLES. FIRM IS INTERESTED IN SUBJECT

ADS, IT HANDLES THIS LINE.

MISTER 10.- MARK, WARENVERTRIEBS GMBH
LEONRODSTRASSE 12
8000 MUENCHEN 19

CONTACT: MR. G. KALINA, MANAGER

PHONE: 089-169400

TELEX: 5 215 987

COMMENT: GERMAN FIRM MISTER 10.- MARK IS INTERESTED
IN EXPANDING ITS SALES PROGRAM BY ADDING US PRODUCTS,
PARTICULARLY NEW TO GERMAN MARKET PRODUCTS. FIRM WAS
FOUNDED IN 1974. COMPANY EMPLOYS 10 PERSONS AND HAS
AVERAGE ANNUAL SALES OF DM 5 MILLION. MR. KALINA, THE
MANAGER, WANTS MORE DETAILED INFORMATION AND PRICE LIST.

AMCONSUL FRANKFURT COMMENT:

ACCORDING TO INFORMATION RECEIVED FROM THREE MAJOR
HOTEL SUPPLY COMPANIES IN THE FRANKFURT CONSULAR
DISTRICT, THE MARKET FOR MASON CANDLELIGHT PRODUCTS
APPEARS VERY LIMITED, BOTH DUE TO LIMITED DEMAND AND
STRONG COMPETITION PRICEWISE FROM HONGKONG IMPORTS.
WESTDEUTSCHE HOTELBEDARFS GMBH, A SUBSIDIARY OF
STEIGENBERGER HOTELGESELLSCHAFT, MAJOR GERMAN HOTEL
AND RESTAURANT CHAIN, INFORMS US THAT CONTRARY TO
THE INFORMATION GIVEN ON ADS APPLICATION FORM, MASON
CANDLELIGHT IS ALREADY REPRESENTED ON THE GERMAN MARKET
BY THE FOLLOWING HOTEL SUPPLY COMPANY:

JUERGEN WEISS

GRAF-ADOLF-STR. 45

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BONN 08510 180836Z

4000 DUESSELDORF,
WHICH SUPPLIES STEIGENBERGER IF DEMAND FOR CANDLELIGHTS
FROM MASON EXISTS.

AMCONSUL FRANKFURT HAS NOT BEEN ABLE TO IDENTIFY
ANY NEW OR ADDITIONAL DISTRIBUTOR FOR MASON CANDLE-
LIGHT CO.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 18-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN08510
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770176-0693
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770546/aaaabndx.tel
Line Count: 106
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 460b6e91-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 11-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2477148
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - MASON CANDLELIGHT CO., MIDDLESEX, NEW JERSEY
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/460b6e91-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009